

# **NEW HAMPSHIRE STATE LIQUOR COMMISSION**

## **MINUTES OF MEETING – MARCH 13, 2003**

**PRESENT:** Chairman Anthony Maiola and Commissioners John Byrne and Patricia Russell; John Bunnell, Administrator of Marketing & Sales; Craig Bulkley, Bureau Chief of Administrative Services; Howard Roundy, Director of Information Technology; Peter Engel, Director of Store Operations; George Tsiopras, Chief Accountant; Richard Gerrish, Spirits Marketing Specialist; Nicole Horton, Wine Marketing Specialist; Michael Gocłowski, Law Warehouse

### **I. FINANCIAL & ADMINISTRATIVE REPORTS**

#### **1. Financial Reports**

##### **A. Weekly, Y-T-D Sales Reports:**

The SA1000 report for the week ending March 9, 2003 shows retail sales were down about .72%, on-premise sales were up 5.5%, off-premise sales were up almost 4.4%, and total aggregate sales increased approximately 1.6%. The traffic count was up by 2,850, but the average sales ticket was down by \$.95.

The current W-1 Total Weekly Sales report confirms total sales for this past week were up almost 1.6% or \$80,406, and were also up for the year by 5.35% or \$12,488,791. Wine sales were also up for the week by 2.9% or \$69,104, and were up 8.94% or \$113,797,731 for the year. Sales of spirits increased .4% or \$11,302 on a weekly basis, and were also up year-to-date by 2.45% or \$3,151,781.

##### **B. Budget Reports:**

Referring to outstanding depletions and post-offs, Craig reported that one of the brokers paid a large amount of their outstanding balance. They continue to be charged interest on the remaining amount, as do others on the list.

There are no current hearings on house or senate bills scheduled. House Bill 505 has been tabled as inexpedient to legislate, and House Bill 791 (relative to selling merchandise in stores) has been sent to study. There will be a meeting with the House Finance Committee on Wednesday, March 19<sup>th</sup> at which time paperwork will be presented to reflect support of the Governor's budget.

A recommendation for the Commission regarding the Enforcement lease should be available by next week. Craig is waiting to identify some costs which would be associated with a move. Right now, it appears that the best choice would be for the Enforcement Bureau to remain where it is.

At the request of the Chairman and Governor, Craig is looking at the possible development of certain store sites. (The Commissioners were given paperwork relating to these efforts so far.) This will be a lengthy process, which will require coordination with other agencies. Some information has